

OS/2 Warp Server

IBM OS/2 WARP SERVER BATTLE KIT FEEDBACK FORM
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*How would you like to influence the way IBM Battle Kits are evolving?
How would you like to make a difference in the way Marketing Information is delivered?
How would you like to sell more software? WE ARE LISTENING!*

Just fax your comments to: 214-280-2779

► ATTENTION: Nancy Spears, Marketing Information Coordinator

Your Name: _____ **Your Title:** _____
Your Company: _____ **Your Phone:** _____
Address: _____
City: _____ **State:** _____ **Zip:** _____
Date: _____ **Number of pages faxed (including this one):** _____

The most important thing you can tell us is: Did you find the information you need to help you effectively sell this product? That's the bottom line! _____

What else do you need to stay ahead of the competition? _____

After you browse through the different sections of the Battle Kit, let us know which sections you really like and why. Don't hesitate to let us know if you think we should change things - just be sure to tell us *how you want it changed!* Indicate the component number and fill in your comments below. If you send us a success story of how the Battle Kit helped you close a deal, we'll send you an OS/2 WARP T-shirt!

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|--|---|--|
| 1. Software Strategy
2. Product Overview
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6. Pricing Information Chart
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12. Complementary Products | 13. Sample Solutions
14. Competitive Analysis
15. Education and Certification Charts
16. Marketing Collateral Chart
17. Frequently Asked Marketing Questions
18. Technical/Marketing Support Chart
19. Frequently Asked Technical Questions
20. Sample Configurations
21. Brochures
22. Announcement Letters
23. Campaign Information
24. Article Reprints | 25. Promotional Product Descriptions
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28. Ad slicks
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30. Presentation and Script
31. Demonstration Diskette
32. Other diskettes
33. NFR Software Ordering Process
34. Supplemental Section
35. BESTeam Section |
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Section #	Comments about Components
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If you have more comments, please attach additional pages. Thank you for your input.

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- Product Overview
- Positioning Statement
- Market Opportunity Statement

Product Details

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- Key Messages
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- Complementary Products

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